

Weekly Call Sheet

Company	Gingerich Trucking LLC
Contact	Don Gingerich
Status	Funded
Fuel Cards	TCH
Gallons	32,000
Comments	Met with Don, getting pinched with fuel pricing; Sounds like we are missing about 20% of the gallons here, starting to fine the drivers for not fueling in network; Claims he can't get a fuel report showing purchases via TCH; I called a got him 6 months emailed to him from Tyler; He understands the biggest impact he can make is forcing network compliance.
Company	TJ Stidham
Contact	Chet Barrows
Status	Direct Bill
Fuel Cards	Comdata
Gallons	30,000
Comments	Met with Chet; RM05 all over, CP06 in 10 markets, paying daily, no cash on direct bill - discount off invoice, Comdata is reflecting; Chet would like to add \$3k a day in cash advance, told him I would check into that for him; FINS were not that great.
Company	JD Associates
Contact	Jim Downer
Status	Direct Bill
Fuel Cards	TCH
Gallons	38,000
Comments	Met with Jim, just checking in; things are going well, fuel prices higher than expected is hurting them like everyone but nothing they can't weather. Also talked with Tom; Everybody is happy with the program and our service.
Company	Rowland Transportation Inc
Contact	Doc Hyder
Status	Direct Bill
Fuel Cards	T-Chek
Gallons	128,000
Comments	Met with Doc, gallons slipped 15,000 last month from January, Doc says it was business volume, giving us 85% of the volume. We discussed the custom directory with the better locations via taxes to fuel, Doc believes this will help his guys buy better with a limited network; Left him the Sunstate example and emailed over net tax by state worksheet.
Company	Pollywog Transport, Inc.
Contact	Lori Liberatory
Status	Direct Bill
Fuel Cards	EFS
Gallons	57000
Comments	Met with Lori (Chad and Steve both driving this week); Checking in making sure

everything is good. Lori had no issues (a real first for her); Best meeting ever had with them. Will continue to build these relationships.

Company	Wayne T Fellows, Inc.
Contact	Tom Fellows
Status	Direct Bill
Fuel Cards	TCH
Gallons	47,000
Comments	Met with Tom, daughter Donna as been every sick, hospital for 17 days, on the road to recovery now; Business is good and other than high fuel prices, all is well. Great customer.
Company	Rowland Truck Lines
Contact	Dusty Rowland
Status	Direct Bill
Fuel Cards	Comdata
Gallons	28,000
Comments	Met with Dusty and his staff; gallons are strong and continuing to grow as Dusty brings more units into the business (all company guys here); Left them more directories and couple PFJ coffee mugs. Everyone is happy here.
Company	Schwend Logistics, Inc.
Contact	Jeff Schwend
Status	Direct Bill
Fuel Cards	EFS
Gallons	85,000
Comments	Met with Jeff (wearing his PFJ shirt) just checking in; viewed the PFJ website and best way to see updated DEF locations; has DEF in terminal also; Jeff is a great guy and happy with the program; dropped them off a few left over mugs from the new store opening. All is well.
Company	Coastal Trucking Company
Contact	Yupin Syrop
Status	Direct Bill
Fuel Cards	EFS
Gallons	0
Comments	Met with Yupin and Dewayne (took the fuel responsibility when Steve left last month); Yupin says she has given the 60 notice necessary to stop factoring and using the fuel program with APEX. Moving back to traditional EFS card and using DB giving PFJ all her gallons. Sounds great but we're been around the block a few times with them.
Company	ABCO TRANSPORTATION INC 30955282
Contact	Rob Bowman
Status	Direct Bill
Fuel Cards	TCH
Gallons	392,000
Comments	Met with Rob Bowman and Julie Burden; Improved the discount due to bidding

from competitors to CN02/RM06 - continuing to rebate the \$.65 TCH transaction fee because the company will not share FINS or offer up a deposit. Adding 50 DEF unit this quarter (some growth); Discussed PFJ's investment into facilities, especially showers this year and our new direction of "driver driven" and friendly service in cleaner locations. Happy with the discount changes and solid on relationship.